

Comparisons of Job Characteristics

Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)

Associated Occupation: Advertising Sales Agents (41-3011)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 93

Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)
Associated Occupation: Advertising Sales Agents (41-3011)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Sales and Marketing	5.2	21.6	14.1	<<	Extensive education and/or training may be required
Customer and Personal Service	11.3	17.5	12.7	<<	Extensive education and/or training may be required
Clerical	7.3	12.2	5.9	<<	Extensive education and/or training may be required
Communications and Media	5.3	11.0	6.4	<<	Extensive education and/or training may be required
Telecommunications	3.9	6.7	2.6	<<	Extensive education and/or training may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 94

Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)
Associated Occupation: Advertising Sales Agents (41-3011)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Persuasion	7.4	14.1	13.5	0	Current skill level may be sufficient
Social Perceptiveness	9.1	12.7	11.1	<	A higher skill level may be required
Service Orientation	7.9	12.0	10.7	<	A higher skill level may be required
Negotiation	6.8	11.6	9.7	<	A higher skill level may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 90			
Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091) Associated Occupation: Advertising Sales Agents (41-3011)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Expression	12.4	14.5	13.0	<	Some improvement in abilities may be required
Speech Clarity	10.2	13.9	11.2	<	Some improvement in abilities may be required
Speech Recognition	9.9	13.3	11.4	<	Some improvement in abilities may be required
Fluency of Ideas	7.6	10.7	7.5	<<	Extensive improvement in abilities may be required
Originality	7.6	9.2	8.0	<	Some improvement in abilities may be required
Mathematical Reasoning	6.3	8.1	3.7	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 79
Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091) Associated Occupation: Advertising Sales Agents (41-3011)		
Work Activities	Exclusivity of Activity	
Advise clients or customers	19	
Calculate rates for organization's products or services	77	
Conduct sales presentations	75	
Demonstrate goods or services	76	
Interview customers	71	
Make presentations	13	
Provide customer service	14	
Sell products or services	69	
Use computers to enter, access or retrieve data	3	

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 85

Focus Occupation: Door-to-Door Sales Workers, News and Street Vendors, and Related Workers (41-9091)
Associated Occupation: Advertising Sales Agents (41-3011)

Tools and Technologies	Exclusivity
Computers	1
Data management and query software	1
Network applications software	1
Personal communication devices	2

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.